


TENNESSEE VALLEY AUTHORITY

Supplier Diversity

ENERGIZING
PARTNERSHIPS IN
THE COMMUNITIES
WE SERVE.





“TVA knows the value of diversity in generating supply to create a stronger and more resilient power system. We also know the value of diversity in our supply chain to create broader and more sustainable economic opportunities for the people we serve.”

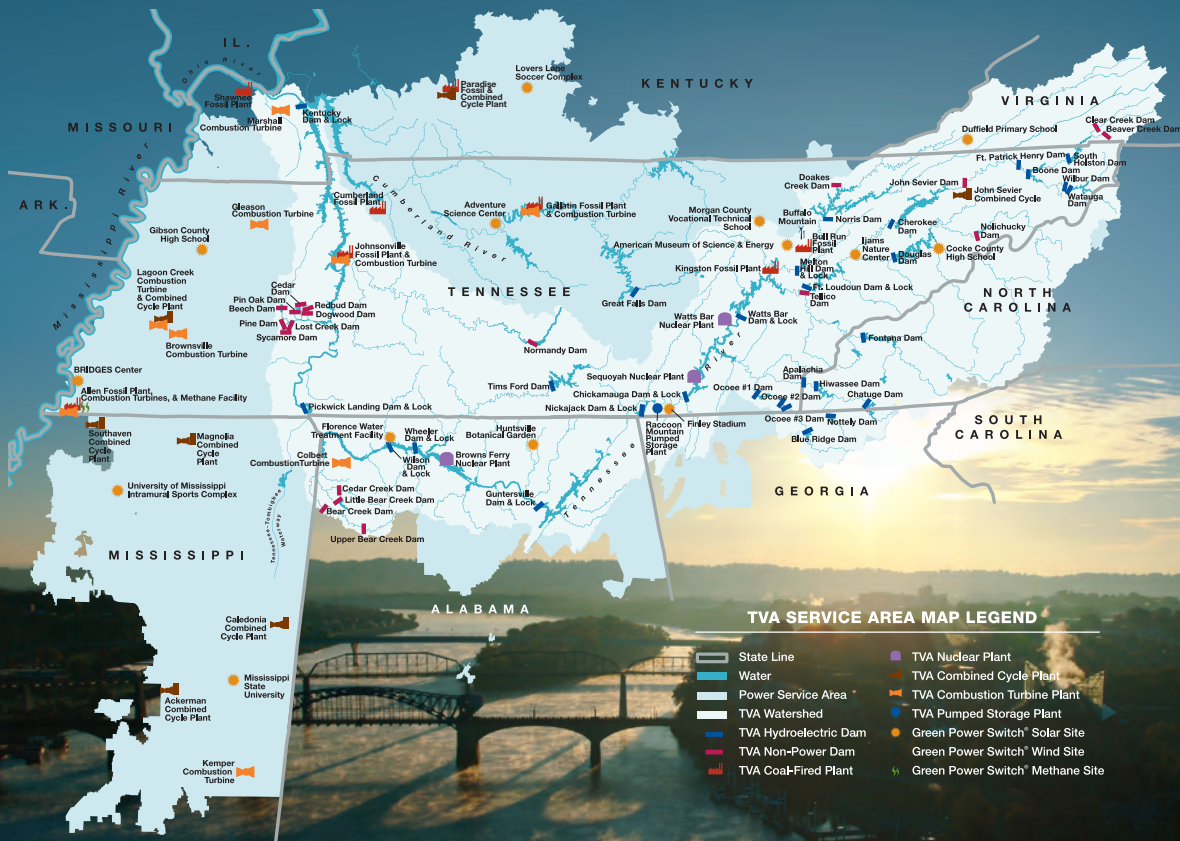
— TVA President & CEO Bill Johnson, 2014 TVA Supplier Diversity Outreach Summit

TVA VALUES

SAFETY • INTEGRITY • ACCOUNTABILITY • COLLABORATION • SERVICE

Where We Make a Difference

AND YOU CAN, TOO



The TVA generating system stretches across the state of Tennessee and parts of six other southeastern states. The power system includes:

8 COAL-FIRED PLANTS

3 NUCLEAR PLANTS

29 HYDROELECTRIC PLANTS

1 PUMPED STORAGE PLANT

9 COMBUSTION TURBINE PLANTS

7 COMBINED CYCLE PLANTS

1 WIND ENERGY SITE

14 SOLAR ENERGY SITES

16,000+ MILES OF TRANSMISSION LINES

WE ARE PART OF A DIVERSE AND SUCCESSFUL ENTERPRISE SERVING 9 MILLION PEOPLE.

At TVA, we're committed to maintaining a competitive, diverse supplier base that is reflective of the Tennessee Valley region. We do this by supporting the utilization of qualified businesses that are small, minority-owned, woman-owned, veteran-owned, service-disabled veteran owned, and located in historically underutilized business zones (HUBZone).



To support supplier diversity, TVA actively:

- Assists small, diverse suppliers in the qualification process for contract opportunities through promotion of joint ventures, partnerships and subcontracting relationships to aid in business development and growth.
- Partners with Supplier Diversity and Development organizations to provide support services, which include guidance on the TVA sourcing process, attendance at events and networking opportunities.



Keys to Success

Companies that wish to do business with TVA can enhance their competitiveness in the following ways:

- Learn TVA's sourcing process.
- Focus on safety, diversity and quality performance.
- Understand your core competencies and niche.
- Sharpen networking skills.
 - Research how to do business with TVA.
 - Prepare a brief capability statement.
 - Schedule an introductory meeting with a TVA representative and be prepared to follow up with company materials as requested.

Getting Started

For suppliers that would like to be considered for future opportunities, follow the steps below:

- Visit the Supplier Connections website at: www.tva.com/supplier
- Go to the "I am seeking to build a relationship with TVA" bullet and "Click here to learn how"
- Click the "Complete Your Introduction" link at the bottom of the page
- For additional information, go to the Important Information section to view:
 - Upcoming Contract Opportunities
 - Subcontracting Partners



Subcontracting

TVA works to ensure that small, diverse businesses have the maximum practicable opportunity to participate in TVA direct contract and subcontracting opportunities. TVA's Subcontracting Program supports this policy by providing such businesses with opportunities to participate in subcontracting relationships with prime contractors. In addition, TVA encourages its prime contractors to identify and contact small, diverse and Valley-owned businesses to subcontract work to support their TVA contract or their corporate operations.

Contracts valued at \$700,000 or more (\$1.5M for construction) require a subcontracting plan. TVA maintains a list of subcontracting partners on the Supplier Connections website.

Outreach

TVA's commitment to outreach is a critical component of our Supplier Diversity strategy. Outreach activities provide opportunities for TVA representatives to meet with small, diverse suppliers face-to-face to learn more about their

business capabilities. TVA's annual Supplier Diversity Outreach Summit is one way TVA furthers its efforts in the Tennessee Valley region.



Our Track Record

TVA is committed to partnering with diverse suppliers as we continue to reduce Operations & Maintenance costs and improve the overall value we deliver to the people of the Valley.

\$3.2 billion

TVA SPENT WITH VALLEY-BASED BUSINESSES
IN FISCAL YEAR 2016

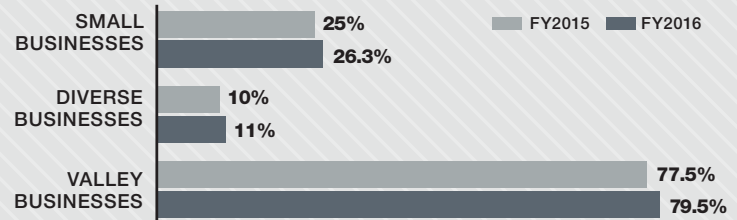
\$1.05 billion

TVA SPENT WITH SMALL BUSINESSES
IN FISCAL YEAR 2016

\$439 million

TVA SPENT WITH DIVERSE BUSINESSES
IN FISCAL YEAR 2016

TVA SUPPLIER DIVERSITY SPEND*
IN FY2016 AS COMPARED TO FY2015:



**As a percentage of TVA's total supplier spend.*

OUR GOAL

TVA's fiscal year 2017 goal is 26.5 percent small business spend, 11 percent diverse business spend, and 80 percent Valley business spend.

TVA SUPPLIER CONNECTIONS WEBSITE

www.tva.com/supplier

QUESTIONS AND INQUIRIES

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